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Mr. C. F. JOHNSON,
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THE PATHS OF SUCCESS. ECHOES FROM THE MEETINGS OF THE NATIONAL NEGRO BUSI- NESS LEAGUE.

Mr. C. F. Johnson discusses Industrial Insurance and Tells of its growth Among the Colored People of the South.—Himself a Successful Manager, He descants Upon its Profits and Losses.—Signs of the Times.

At the last session of the National Negro Business League which met in Nashville, Tenn., in the Capitol Building, August 19th to 23rd, several thousands of the leading colored men engaged in business in the South and East assembled. The three days and nights sessions held were interesting

from the beginning to the end and while an annual report of this meeting has not yet appeared in book form, as it will appear, the newspapers and magazines of the country have been lavish to generosity in talking about the meetings and the results of them. The Colored American has printed a number of admirable addresses delivered at these different sessions; and the good accomplished by these meetings are beyond calculation. One of the best addresses delivered at this session was by Mr. C. F. Johnson, General Manager of the Union Mutual Aid Association with headquarters at Mobile, Ala. An exchange speaking of Mr. Johnson says:

Anxious to point the young men and women of our race to a successful business man, we reproduce the

face of Hon. C. First Johnson, a pioneer insurance man, a leader in promoting 24-hour payment insurance, a man of strong convictions, a conservative and safe business manager, a Christian gentleman.

A man of humble parentage, yet making his way by his own untiring efforts from obscurity to the height he has attained. He is a fit character to hold up before the world, since he is a tangible demonstration of what a boy, a colored boy of no rare advantage, can be if he is determined to succeed.

Speaking in his characteristic modest way he said in answer to a question: "If I have attained anything like success, I owe it to two chief causes: First, the training I received by my dear and sainted mother, who could not read her name, and the encouragement and strength I have gotten by reading my Bible daily." Build-

ing upon such a foundation, he could not, he can not fail.

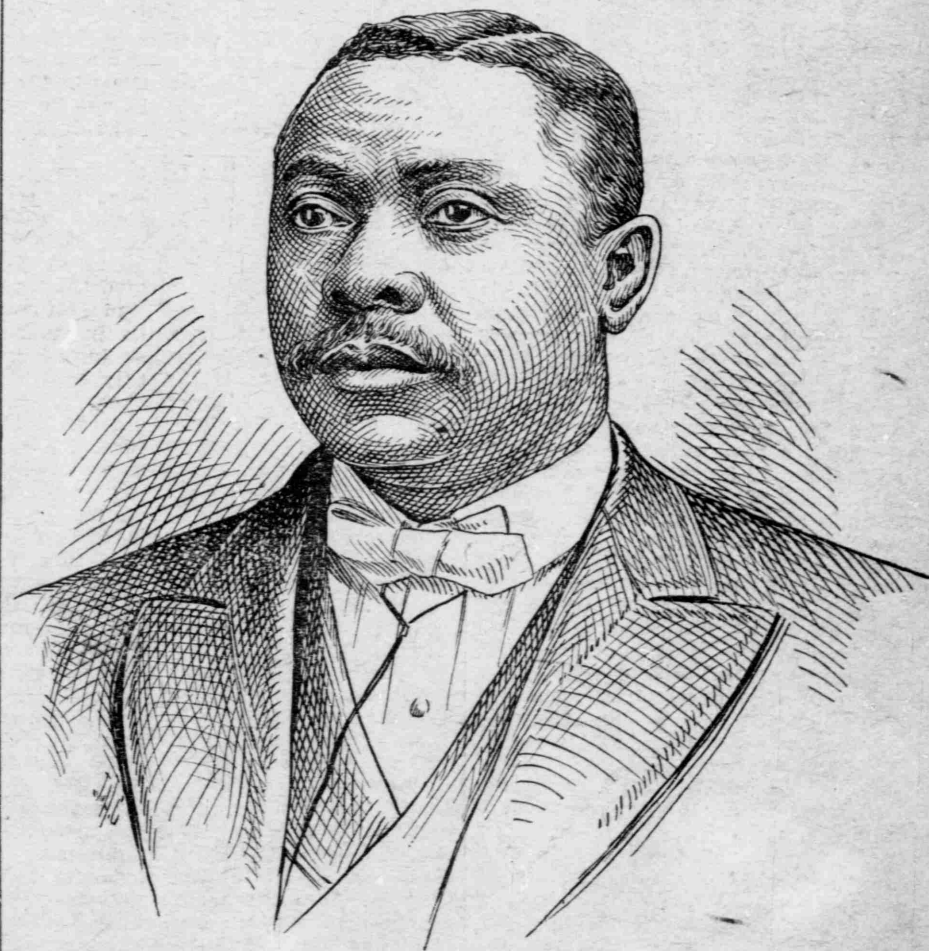
Mr. Johnson is giving employment to nearly 400 young men and women of the race, paying back thousands of dollars every year to those who insure in his company, and bringing respect and recognition to the race as only men of his cloth can do.

Industrial Insurance.

C. F. Johnson, one of the most successful insurance men, spoke. He said, in part:

"I am aware that the man of the twentieth century is he who can do something for the advancement of people with whom he labors; and the great difference between men, between the feeble and the powerful, the great and the insignificant, is energy—invincible determination—a purpose once fixed, and then death or victory."

(Continued on page 5.)



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